



\$17 million in new and retained sales  
\$5 million in new investments  
222 jobs created or retained

**University of Maryland Manufacturing Assistance Program (UMMAP)** provides critical solutions to help Maryland manufacturers grow and become more competitive. As a participating member of the Mtech program at the University of Maryland, UMMAP is a cost-effective, objective resource that works with manufacturers to harness technology and innovation that results in new business opportunities.

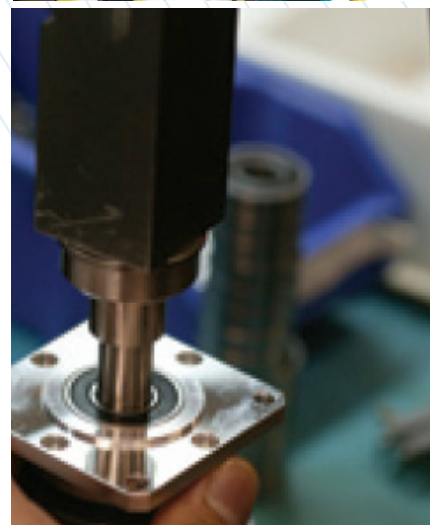
Mtech connects hundreds of Maryland technology companies each year with University of Maryland resources to help them succeed, including: joint funding for research projects conducted with university faculty; bioprocessing services, expertise and workforce training; and manufacturing solutions.

UMMAP supports manufacturers as they resolve operational problems that impact their ability to generate results. They have also increased their activity significantly with the regional economic development organizations around the State.

For more information, contact:



William Barnes, Center Director  
410 W. Lombard Street, Suite A  
Marlboro Square Building  
Baltimore, MD 21201  
(410)706-3442  
[www.mtech.umd.edu/ummap](http://www.mtech.umd.edu/ummap)



\* Impacts are based on clients receiving service in FY2009

## Invested \$155,000 in capital improvements

### Chesapeake Coating, Inc. Increases Capacity with Help from UMMAP

Chesapeake Coating does industrial and architectural powder coating of components for a wide range of original equipment manufacturers. The company has been servicing the needs of the Mid-Atlantic region since 1987. Chesapeake Coating employs 18 people at its facility in Baltimore, Maryland.

#### Situation:

A key element of Chesapeake Coating's expansion plan was to add a large part powder coating line capable of processing parts 30 ft. in length. This new capability would enable the company to compete for additional business. Chesapeake Coating had completed the layout design and purchased the powder coating booth and curing oven. They also had selected the overhead conveyor rollers, but lacked the expertise to design the overhead conveyor structure. The company contacted the University of Maryland Manufacturing Assistance Program (UMMAP), a NIST MEP network affiliate, for help.

#### Solution:

UMMAP worked with Chesapeake Coating to complete the design of the overhead conveyor structure. UMMAP investigated alternatives and completed a thorough stress analysis of all columns, cross beams, rails and connection points. As a result of UMMAP's analysis, the company was able to move forward and complete the project within schedule and cost constraints. With the large part powder coating line up and running, the expansion of operations was a critical element of the company's overall business strategy.

#### Projected Results:

- \* Sales increase of \$175,000.
- \* Retained sales of \$125,000.
- \* Create 3 jobs.
- \* Retain 2 jobs.